



A publication of the
Malaysian Institute of Estate Agents

D'REAM

THE REAL ESTATE AGENT MAGAZINE

YOUR MONTHLY NEWS UPDATE @ SEPTEMBER 2022

FOR INTERNAL CIRCULATION OF MEMBERS ONLY

Message From The President

SIGNING SEPTEMBER

Collaborations The Way Forward!

Stephen Covey was right about the power of collaborations when he highlighted in his book the 7 Habits of Highly Effective People under Habit No. 4 to Think Win-Win. Often times, we are thinking in a Win-Lose as a self-preservation mechanism without realising that in the end we still lose. We have to open our minds and believe in the Law of Abundance that there is enough for everyone and it possible to formulate a Win-Win-Win situation. Of course some wins are bigger than others in another collaboration but so long as all Win - it is a good step forward.

MIEA has inked our collaboration with 2 companies - one to enhance our business prospects via systems and another is to ensure that we are in compliance with regulations. Often times the question is asked - which is more important - Compliance or to Make Money? Both are important and with the right tools, you can have the best of both worlds. Do check out the details within the pages of the bulletin.

October will be an interesting month with the Budget Announcement scheduled on 7 October. We will cover this in the next issue.



PRESIDENT CHAN AI CHENG

Ai Cheng

Do take note of the regulatory updates

- **Changes to the Withholding Tax submission requirements**
- **DCR Requirements by Bank Negara Malaysia under the AML/CFT which has a due date!**

MANIFESTO [2021 - 2023]



AUTHORITY & VISIBILITY

The Pen is Mightier Than The Sword

- Minimum of 3 Research Related Publications (Budget, PMR + 1)
- Sellers & Buyers Sentiments Surveys
- e-Publications On Real Estate Matters for Public Engagement

CERTIFICATIONS

Brand MIEA as The HUB For Anything Real Estate

To Step Up MIEA Real Estate Education - Our School

- MIEA Certified Courses For RENs
- 101 Certified Courses For Beginners
- Certified Specialist Courses

MEMBERSHIP & BENEFITS

Objective : **Recruitment & Retention Of Members**

- Communication With Members
- MMS in Mobile App Wrapping
- Membership Benefits Programme
- Work The Network
- Membership Focus Directory



MIEA AGENCY SUPPORT SERVICES

Pain Points Of Small Firms

- Office Administration
- Book Keeping & Accounting
- Compliance
- CRM System
- Tech Support
- Centralised Training

TENANCY ADMINISTRATION

To Assist Members To Better Manage & Grow Their Business In This Area - Recurring Income Stream

- Service Level Agreement Templates
- Tenancy Administration Software

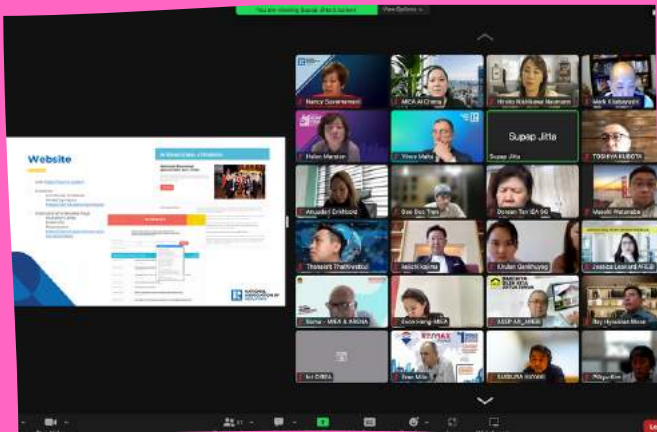
BUSINESS DEVELOPMENT

MLS Sub Sale

MLS Project

- Developer Initiative In Areas Of Project Marketing
- System To Track Bookings & Sales

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Appreciation Nite @ Triterra

MIEA IN THE NEWS : REA / Market Sentiments



You have no degree, but you want to be a real estate agent? Fine, but ...

You can qualify as a real estate agent without a degree but you do need a diploma in Estate

But what is a REA?

A REA is a real estate professional who can work on his or her own independently to provide real estate services such as selling or renting out properties, in addition to running his or her own property business

How about a REN? Aren't they the same?

Well, in essence, they are both real estate professionals but real estate negotiators (REN) are individuals who assist or work alongside licensed REAs.

A REN does not have full qualifications and accreditations. However, RENs are still accredited and qualified in their own way. More importantly, a REN must be registered with the BOVAEA.

To be recognised as a qualified REN, you must attend a two-day course on Real Estate and get a certificate of attendance. In addition, a REN must be attached to a real estate firm under a "contract of service".



THE MALAYSIAN INSIGHT | The Malaysian Insight

"THE MALAYSIAN INSIGHT: THE REAL ESTATE MARKET IS AN IMPORTANT SECTOR OF REAL ESTATE, SO IF THE DOMESTIC REAL ESTATE MARKET IS TO RECOVER STRONGLY, A STRONG SECOND-HAND HOUSING MARKET IS REQUIRED."

msianinsight / Sep 15

Via Google Translate

Chan Ai Cheng, president of the Malaysian Association of Real Estate Agents, said that the second-hand housing market is an important sector of real estate, so if the domestic real estate market is to recover strongly, a strong second-hand housing market is required.

She explained that because when buyers see property appreciation or a return on rent, there is an increased interest in investing in the new home market, which in turn helps address the overhang in the new home market.

She pointed out that the association hopes that in next year's Finance Minister's Budget, stamp duty will be exempted for buyers in the resale market, as well as property gains tax (RPGT) exemption for sellers.

MIEA IN THE NEWS : PVIP



Chan Ai Cheng

20-year visa becomes a big advantage

Chan Ai Cheng, President of the Malaysian Real Estate Agency Association (MIEA), said that PVIP beckons to investors from different fields around the world. Individuals may choose to purchase residential real estate in the city center, while companies invest in industrial and commercial industries.

She believes that the advantages of the 20-year visa will undoubtedly provide a longer-term vision for global investors to enter Malaysia, so as to promote the development of my country's real economy.

"The most important thing is that whatever visa scheme is offered, there must be a stable and trustworthy mechanism to implement it."



17 September 2022
eNanYang

She pointed out that each country has the advantage of attracting global investors with its unique charm, and the housing prices in Malaysia are much cheaper than those in neighboring countries. Taking the threshold of 1 million ringgit for purchasing a property as an example, when the ringgit is converted to the US dollar, about 220,000 US dollars can buy a house. , which are all investment entry points for investment.

In addition, she also pointed out that the application fee for PVIP is as high as RM200,000, which is much higher than similar programs in various neighboring countries. For example, the application fee for the Global Business Investor Program in Singapore is only S\$10,000. RM), while the long-term resident visa application fee for Thailand is 50,000 baht (approximately RM62,000).

"Once the application is rejected, do I need to pay the full application fee? The specific application conditions and details are still to be officially announced."

Via Google Translate

MIEA IN THE NEWS : HALOCHECK & BRIQBLOQ



MIEA signs MOU with tech firms to provide better due diligence services

The Malaysian Institute of Estate Agents (MIEA) has signed a memorandum of understanding (MOU) with HaloCheck and CRE Tech Sdn Bhd. HaloCheck will all...

26 September 2022
The Edge Market

KUALA LUMPUR (Sept 26): The Malaysian Institute of Estate Agents (MIEA) has signed a memorandum of understanding (MOU) with HaloCheck and CRE Tech Sdn Bhd.

HaloCheck will allow member agents to conduct instant electronic Know-Your-Customer (e-KYC) on their web application. CRE Tech will allow member agents access to the detailed commercial listing information and vacancies directly from the landlords in the BRIQ BLOQ market platform — the first commercial real estate landlord listing platform

Under the HaloCheck MOU, it will provide e-KYC access to all MIEA's members in Malaysia to conduct instant check on landlords, tenants, sellers and buyers to ensure compliance with Bank Negara Malaysia's requirements under the Anti-Money Laundering, Anti-Terrorism Financing and Proceeds of Unlawful Activities Act 2001 (AMLA).

"Agents' service delivery needs to be upgraded and enhanced regularly for the growth of the profession which directly benefits the rakyat. Being a relatively young profession, we need the consistency and the commitment to be relevant and progressive by promoting professionalism and commitment to service," said MIEA president Chan Ai Cheng in a media statement.

In line with this objective, Chan added that MIEA is playing its part in supporting the government and specifically BNM in helping real estate practitioners comply with AMLA.

"Real estate is regarded as a professional practice and identified as a reporting institution for BNM in compliance with the AMLA. The Data and Compliance Report is an annual reporting requirement beginning 2020 and is used to gauge reporting institutions' compliance to the AMLA, Anti-Money Laundering, Countering Financing of Terrorism and Targeted Financial Sanctions (AML/CFT and TFS) for Designated Non-Financial Businesses and Professions (DNFBPs) and Non-Bank Financial Institutions (NBFIs) Policy Document, and monitoring of money laundering and terrorism financing risks.

"Being identified as a reporting institution, it is mandatory for agents to conduct customer due diligence (CDD) which requires the collection of identification documents; and to report, if any, any suspicious buyers or tenants in possible money laundering or channelling funds. This is a tough act to follow as CDD is required for all parties in all transactions within the firm.

MIEA IN THE NEWS : HALOCHECK & BRIQBLOQ

"At MIEA, we constantly strive to form strategic partnerships to assist our members to comply with regulatory requirements. MIEA has found a platform to make it easier for practitioners to do the necessary reporting through a web application called HaloCheck," Chan explained.

Launched in February 2022, HaloCheck has helped over 30 reporting institutions and companies conduct over 70,000 checks monthly.

"We are very happy to state that our effort is a proactive step to meet BNM AMLA compliance requirements. Compliance doesn't have to be complicated. Professionals do not have time and resources to waste, so we designed a fast, easy, and reliable solution, working with forward-thinking parties. We hope this agreement will broaden our collective impact," said HaloCheck managing director Mark Leow.

As for BRIQ BLOQ chief executive officer and founder Ming Yaw, he said, "The collaboration will bring MIEA practitioners a new channel to consume information and digital content of the commercial market and spaces. We are also happy to state that we have an exclusive arrangement for individual members where only MIEA members can subscribe to the BRIQ BLOQ platform."

Edited By Wong King Wai



MIEA signs MOU with tech firms to provide better due diligence services

KUALA LUMPUR (Sept 26): The Malaysian Institute of Estate Agents (MIEA) has signed a memorandum of understanding (MOU) with HaloCheck and CRE Tech S...



26 September 2022
KLSE Screener

BRIQBLOQ

THE EDGE™
MARKETS
MAKE BETTER DECISIONS


halocheck

MIEA IN THE NEWS : AMLA & BRIQBLOQ



Real estate institute beefs up profession to spot money laundering

KUALA LUMPUR (Sept 23): The Malaysia Institute of Estate Agents (MIEA) is supporting the government and Bank Negara Malaysia (BNM) to get real estate...

23 September 2022
The Edge Market

THE EDGE™
MARKETS
MAKE BETTER DECISIONS

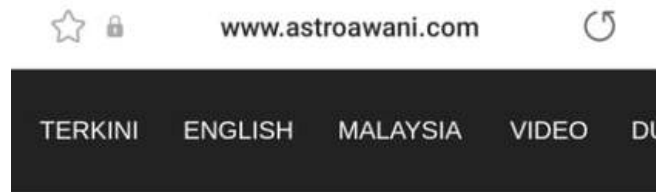


MIEA sokong gesa pengamal hartanah kesan pengubahan...

MIEA telah menyaksikan peningkatan...
malaysiagazette.com

23 September 2022
Malaysia Gazette

MG **Malaysia Gazette**
SPROUT YOUR MIND



MIEA sokong kerajaan gesa pengamal hartanah mengesan pengubahan wang haram

Bernama
September 24, 2022 09:20 MYT



Chan Ai Cheng dalam satu kenyataan berkata
hidang hartanah dianggap sebagai amalan



<https://www.astroawani.com/berita-bisnes/miea-sokong-kerajaan-gesa-pengamal-hartanah-mengesan-pengubahan-wang-haram-382505>

24 September 2022
Astro Awani



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to a Professional
Career in
Real Estate**



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education@miea.com.my

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RM 200

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Advantages to enrol the course with MIEA

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- Q & A for 5 years exam papers
- After Work Learning Flexibility
- Direct interaction with lecturers during class
- Free revision class for each subject

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Recognized by:



MQA
Agensi Kelayakan Malaysia
Malaysian Qualifications Agency

To support
the cause of
developing
New Agents, MIEA is
offering each registrant a
RM500 grant towards
tuition fee
Terms & Conditions apply*



APPLY
NOW

Executive Diploma in Real Estate Agency

(MQA/FA8131)

2 Years Course

MODE : Flexi/Face to Face

JUNE/JULY INTAKE

*Terms & Conditions Apply

Conducted by :



In collaboration with :



Special Exemption

- # An applicant must be 18 years of age
- # Posses a SPM/MCE, O Level or UEC with not less than 3 subjects passes at credit level
- # Any other qualifications recognized by MQA & BOVAEP

Any applicants who does not meet the above entry requirement can apply through APEL - A

FEE TOTAL FEES : RM 25,950
APEL C - RM 3,600

For more information call
Pn.Faezah: 03 7960 2577

Who Is Who At The Helm Of MIEA (2021-2023)

Name: Victor Wong Zhi Wen
Position: State Branch Chairman of MIEA Sarawak
Portfolio: MIEA Sarawak Branch

Career

- Associate Director, IM Global Property Consultants Sdn Bhd (Present)
- Principal of Hunter Real Estate 2018- 2022
- Managing Director of Emineo Jasa Sdn Bhd
- Director of Hunter Build Sdn Bhd
- Registered Valuer since 2018
- Registered Estate Agent since 2018
- Registered Property Manager since 2018
- Licensed Auctioneer since 2021

Education

- Bachelor of Business and Commerce (Property), University of Western Sydney, Australia
- Master of Property and Development, University of New South Wales, Australia

Recognition

- Probationary Valuer with BOVEAPM in 2016
- RISM member since 2018

Contribution to MIEA

- Ordinary Member of MIEA since 2018
- Member of Sarawak Branch Committee member (Education Portfolio) 2020/2021
- State Branch Chairman of MIEA Sarawak 2021/2023

Highlights

- Honorable Secretary of Malaysia Budget & Business Hotel Association (MyBHA) Sarawak 2022/2024
- BNI Member (Nova Chapter)

Hobbies

- Traveling
- Dog walking
- Archery



Victor Wong

MIEA SARAWAK CHAIRMAN



Will our Words and Action Help...

1. Build Teamwork & Camaraderie
2. Add Value in What We Say or Do
3. Create Positive Action
4. Benefit Our Members & the Institute

The MIEA Goodwill Test has been designed to help Real Estate Practitioners to be professional in their words and action.



INTERESTING READ - Illegal Extensions & Admin Fees



Owners may pay up to RM20,000 for removal of illegal extensions by council

EACH time Kuala Lumpur City Hall (DBKL) demolishes an illegal extension, the cost can easily go up to RM20,000 or more, depending on the size of the site...

Kuala Lumpur City Hall (DBKL) demolishes an illegal extension, the cost can easily go up to RM20,000 or more, depending on the size of the site, manpower and logistics required to carry out the job.

“Usually the cost is between RM15,000 and RM20,000, but if we need a huge crane, tractors and backhoe, then it can cost more,” said a senior officer from the Enforcement Department.

“It takes a lot of work for a demolition order. We need to get all the relevant departments involved, from traffic, building services, mechanical and electrical, licensing, legal as well as police and TNB on standby,” he said.

“Owners will be notified to remove it themselves before we schedule a demolition. If they refuse, they have to bear the cost if we do it,” said the officer.

He added that for those who refused to pay the demolition cost, DBKL would open an investigation paper and the case would be taken to court.

Last year, about 25 demolition exercises were carried out in Kuala Lumpur.



Developers not allowed to charge above RM500 administrative fee

The developer should not arbitrarily impose an exorbitant administrative fee and benefit itself for its

It is an established principle of law that a developer becomes a bare trustee upon receiving the full payment of the purchase price from the buyer. This basically means the developer has vested all its rights and interests to the purchaser and no longer has beneficial interest in the property. It is merely holding the property on trust for the benefit of the purchaser pending the issuance of the separate strata title, which the developer is obligated to apply for. As such, upon full payment, the purchaser is not liable to pay any administrative fees, as he no longer owes any obligation to the developer.

The developer should not arbitrarily impose an exorbitant administrative fee and benefit itself for its own neglect in applying for the strata title. Any discretion must be exercised in good faith, rationally and not arbitrarily or even be abused, because the purchasers would then be at the mercy of the developers through no fault of theirs.

EdgeProp.my

TheStar

INTERESTING READ - Unlicensed Land Broker Jailed



Appeals Court upholds ex-land broker's five-year jail...

PUTRAJAYA: The Court of Appeal...

thestar.com.my

The Star
12 September 2022

PUTRAJAYA: The Court of Appeal here upheld a five-year jail sentence and RM1mil fine imposed by a lower court 12 years ago on a former unlicensed land broker for money laundering.

This followed a decision by a three-member panel of the Court of Appeal on Monday (Sept 12) in dismissing the appeal by Gan Kiat Bend, 64, to set aside his conviction, as well as jail sentence and fine.

In the court's decision, Justice Datuk Hanipah Farikullah, chairing the panel, said there was no merit in Gan's appeal and there was also no appealable error by the lower court to warrant the appellate court's intervention.

Foreigner House Hunt In Malaysia

THE BUSINESS TIMES



British pound could test further lows against Singapore dollar

This could hurt Singapore businesses in the UK. No serious impact seen on most Singapore firms and firms due to their limited exposure to the UK economy.

By Hong Joo Tan
hongjoo@ph.com.sg

COMPANIES WITH SIGNIFICANT BRITISH EXPOSURE

Company	Revenue from UK (%)	Revenue from UK (%)
DBS Bank Ltd	1.2	1.2
Oversea-Chinese Banking Corp Ltd	1.2	1.2
United Overseas Bank Ltd	1.2	1.2
Bank of China Ltd	1.2	1.2
Industrial Bank of Japan Ltd	1.2	1.2
Sumitomo Bank Ltd	1.2	1.2
Sanwa Bank Ltd	1.2	1.2
Resona Bank Ltd	1.2	1.2
Industrial Bank of Japan Ltd	1.2	1.2
Sumitomo Bank Ltd	1.2	1.2
Sanwa Bank Ltd	1.2	1.2
Resona Bank Ltd	1.2	1.2

Cash is king as more foreigners house-hunt in Malaysia

By Tan Ai Leng
aileng@sph.com.sg

Some of these discounts have been even steeper. In July, a seller let go of his condo in the Kuala Lumpur city centre at RM950 per sq ft (psf), about 21 per cent below the market price of RM1,200. Such instances are rare, said Tian, and these generous discounts are mostly given by sellers who purchased these homes many years ago and have already enjoyed a good capital appreciation, and will be more willing to let go of their homes quickly if payment can be made in cash.

Many foreign buyers who are house-hunting in Malaysia, whether to stay in or for investment, are looking to tap on savings offered by the weaker ringgit.

"Looking at the conversion rate, for many overseas buyers - especially those from countries with a stronger currency - it's a big discount, and they have better bargaining power if they are buying in cash," said Tian.

Cash is king as more foreigners house-hunt in Malaysia

By Tan Ai Leng
aileng@sph.com.sg

Kuala Lumpur

MATT Tian, a veteran property agent at PropNex Malaysia, was on holiday recently when he received a call from an overseas client requesting to view one of his listings in Kuala Lumpur.

The arrangements were quickly made, and the transaction was wrapped up in less than a week after Tian returned to Malaysia. The buyer snapped up 2 luxury condo units with a combined size of 7,000 square feet for RM5.1 million (\$51.6 million) in cash, after getting a 15 per cent discount from the market value of RM6 million.

"Since Malaysia's borders reopened in April, there are more enquiries from abroad, and some property owners are willing to give a 10-15 per cent discount if the buyers are willing to pay in cash," Tian told *The Business Times* recently, adding that he has handled at least 10 such viewers over the past month.

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Continued on Page 2

NEW STRAITS TIMES

High Court upholds 5-year jail sentence for two unlicensed land brokers | New...

KUALA LUMPUR: The High Court here was not on the side of two unlicensed land brokers when it upheld the duo's five-year jail term and RM1...

NST
10 March 2017

Membership Benefits



UP TO 4% DISCOUNT
on selected models
UP TO 7% DISCOUNT
on BMW 7 series



UP TO 6% DISCOUNT
on selected models



PROTON
INSPIRING CONNECTIONS

Discount from RM500 to
RM1,200 depending on
the models



HYUNDAI

NEW
BENEFIT

3% DISCOUNT
First Unit
5% DISCOUNT
Subsequent Unit(s)



NEW
BENEFIT

6% DISCOUNT
on selected models
Polo, Vento, Tiguan, Passat.
2% DISCOUNT
Golf & Beetle



- Basic Health Screening at RM250 (normal rate RM530)
- Dental Services 5% discount
- Nutridos + BP proprietary Products 10% Discount



Enjoy 10% off on food and beverage
valid at Starbucks 3 Two Square.
(Exclusive for MIEA members)

SAMSUNG

NEW
BENEFIT

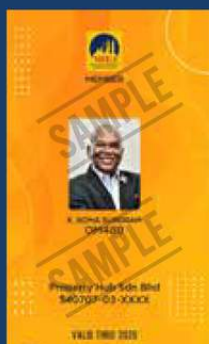
- Exclusive discounts for members;
- 15%-25% On All Products
 - Seasonal offers can be 30%-40%
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 - Hassle Free Payments



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- Contact Jessly @ 016 3287888 for further details



Please note that these privileges are for MIEA members only. As such you need to show proof that you are an active member by showing your **E - Membership card** [this has been sent to you earlier and you need to download it and store on your phone]

Call our hotline for more information about Membership

03 7960 2577

010 425 1158

www.miea.com.my

MIEA.on.FB

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Dated: 27th September 2022

Batch 2 - 2nd Intake of “MIEA Hospital & Surgical Insurance Cover “ for 2022/2023

Dear MIEA Members,

We bring good news. After the first batch of Agents who took up the policy for 2022, we are **opening for new sign-ups for the second batch with immediate effect till 16th October 2022**. We are aware that many missed out on the first intake and we are now extending to the 2nd intake. The great news is that as a member you can enrol your spouse together with you. Another benefit MIEA has worked out for your family members.

The original policy commenced on 20th April 2022 and will provide coverage until 19th April 2023. The premium for the 2nd intake has been prorated from effective date of 1st November 2022 to 19th April 2023 when the policy will end.

Batch one was in 2022 where some 5 agents benefited and made claims close to RM250,000, in the 1st batch and in Batch 2, five agents have made claims amounting to RM125,000 for various claims. MIEA is happy to have introduced this policy which has helped at least 10 members to date and they have not only saved approximately RM400,000 but also had Good & Early health care.

We ask that more join us in this 2nd intake for Batch 2.

We attach the Benefits and Premium rate as follow for the 2nd intake for Batch 2.

Plan Type	PLAN 350	PLAN 250	PLAN 180	PLAN 80
Annual Limit	RM 100,000	RM70,000	RM 50,000	RM 10,000
30 Days Waiting Period	Waived	Waived	Waived	Waived
120 Days Specified Illness	Waived	Waived	Waived	Waived
120 Pre-existing Illness	Waived	Waived	Waived	Waived
Co-Payment	Waived	Waived	Waived	Reimbursement basis
Co-Insurance	Waived	Waived	Waived	80/20
Daily Cash Allowance @ Government Hospital	RM 250	RM 200	RM 150	RM80
Premium Table (includes TPA & SST)				
Myself	979.99	890.63	828.92	499.13
Myself and Spouse	2,445.04	2,221.64	2,067.36	1,242.89

- Eligibility age is 16 years old to 64 years old. Renewable up to 70 years old (nearest birthday)
- Please note that you can only take the policy for your spouse if you are the main policy holder.



It's a **Guaranteed acceptance** for all eligible members, as such '**No medical examination is required**', waiver to pre-existing illness and premium does not band by age. Yes, all are waived. PLUS, a complimentary Doctor on Call Services.

It's is easy to apply. Just visit <https://mieainsure.instapol.my/EB> for more details and enrolment. For any further enquiries, kindly contact mieamedical@my.howdengroup.com or the following personnel:

1. Encik Oumar Moehtar 017-847 0909
2. Encik Nik Mohd Rabani 017-636 7577

Thank you
Yours Sincerely,
Malaysian Institute of Estate Agents

K. Soma Sundram
CEO - MIEA



BOVAEP - Convocation 2022



On 2 September 2022, BOVAEP held its Dinner plus Convocation at Hilton Kuala Lumpur. . MIEA supported the event joining in the celebration. A total of 44 PEA, 42 EA and 47 VEPM received their Certificates. The highlight was the Prestigious Estate Agent of the Year Award which was conferred upon our Immediate Past President Sr Lim Boon Ping.

September 9/2022



HEARTIEST CONGRATULATIONS



Lim Boon Ping

ESTATE AGENT OF THE YEAR 2022

AWARDED BY
THE BOARD OF VALUERS, APPRAISERS, ESTATE AGENTS
& PROPERTY MANAGERS MALAYSIA (BOVAEP)

BOVAEP UPDATES : MIEA Submits Memorandum to BOVAEP



On Monday, 26 Sept 2022, MIEA Board of Directors led by President Chan Ai Cheng paid a courtesy visit to BOVAEP President Sr Abdul Razak Bin Yusak and Board Members to present MIEA's Memorandum on Real Estate Practice Issues and Concerns for BOVAEP's Action.

We are thankful to the New Board President and Board Members for this meeting and for their readiness to work together for the enhancement of the Real Estate Profession.

BOVAEP UPDATES : MIEA Submits Memorandum to BOVAEP



MIEA Board of Directors

From Left

REN Network David Tan, IPP Lim Boon Ping, VP Kelvin Yip, BOD Project Marketing Network Aldrin Tan, Treasurer Calvin Saw, President Chan Ai Cheng, Penang Branch Chairman Veronica Ong, Secretary General Evon Heng, BOD MLS SubSale Selvem Durasamy, CEO PP Soma Sundram, BOD Govt Liaison Hj Ahmad Zamzuri and BOD Membership Benefits Matt Tian



BOVAEP UPDATES : CPD Real Estate Agent

Date : 5 September 2022

To : **ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS AND
PROPERTY MANAGERS**

Dear Sir / Madam,

CPD HOURS REQUIRED FOR RENEWAL OF YEAR 2023

Please be informed that the Board has decided to remain the CPD hours for renewal of year 2023 as below: -

Age	Hours
Below 55 years old	10
55 to 60 years old	5
60 years old and above	0

All Registered Property Managers are also to adhere the requirements above.

Kindly take note that this arrangement is only applicable for 2023 renewal.

For renewal of year 2024, you may refer link below for your further action: -
<https://lppeh.gov.my/WP2016/notification-guidelines-on-continuing-professional-development-cpd-for-registered-valuers-appraisers-estate-agents-property-managers-and-probationers-fourth-edition-2022/>

BOVAEP UPDATES : REN Tag Renewal 2023

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023 including the various states. We encourage all RENs to not wait till the last minute and to make plans to attend the CDP classes as early as possible.

Do check the circulars online at :

<https://lppeh.gov.my/WP2016/latest-news/>

CDP

BOVAEP UPDATES : AML/CFT ON-SITE EXAMINATION

To : ALL REGISTERED ESTATE AGENTS

Date : 5 September 2022

Dear Sir/ Madam

AML/CFT ON-SITE EXAMINATION ON REGISTERED ESTATE AGENTS

The Board has received an email from Bank Negara Malaysia with regards to the Bank Negara Malaysia's AML/CFT On-Site Examination on Registered Estate Agents.

All information stated has been extracted from BNM's email to the Board.

"The purpose of this email is to notify the Board of Valuers, Appraisers, Estate Agents and Property Managers (BOVAEP) that Bank Negara Malaysia (BNM) is in the midst of conducting Anti-Money Laundering/ Countering Financing of Terrorism (AML/CFT) on-site supervisory examination on reporting institutions from the Designated Non-Financial Businesses and Professions (DNFBPs) sectors.

This exercise will involve registered estate agents in Klang Valley, Sarawak and Pulau Pinang from August until September 2022.

Based on past experiences, we envisage that queries may be directed to BOVAEP in relation to the on-site visit by BNM officers and hence, we seek BOVAEP's assistance to advice the firms that the officers are indeed from BNM and can be verified based on the following documents:

- i. Examination Authority Letter (with BNM letter head) signed by FIED's Director,
- ii. BNM Supervisor's Authority Card, and/or
- iii. BNM Staff Identification Card.

Your continuous assistance to BNM on AML/CFT-related initiatives and activities is highly appreciated."

<https://lppeh.gov.my/WP2016/notification-bnms-nml-cft-newsletter-05-2022-aml-cft-dcr-and-ssm-strengthen-strategic-collaboration-rea-fatfs-rba-guidance-and-aml-cft-masterclass-series-for-accountants/>



**ON-SITE
EXAMINATION
BY
BANK
NEGARA
MALAYSIA
ON FIRMS IN
KLANG
VALLEY,
SARAWAK
AND
PENANG**

amlcft.bnm.gov.my/-/bnm-s-aml/cft-newsletter-05/2022



1. AML/CFT Data & Compliance Report 2022

Who needs to submit DCR 2022?

Bank Negara Malaysia (BNM) is issuing the AML/CFT Data & Compliance Report (DCR) 2022 to DNFBP and NBF reporting institutions (RIs) of the following sectors:

Dealers in Precious Metals or Precious Stones (DPMS)

Click [here](#) for DCR Circular for DPMS, legal and REA sectors

Lawyers and Notaries Public

Registered Estate Agents (REA)

IMPORTANT!

Do click on the links for further information on the requirements under the BNM AML/CFT Data & Compliance

BOVAEP UPDATES : AML/CFT ON-SITE EXAMINATION

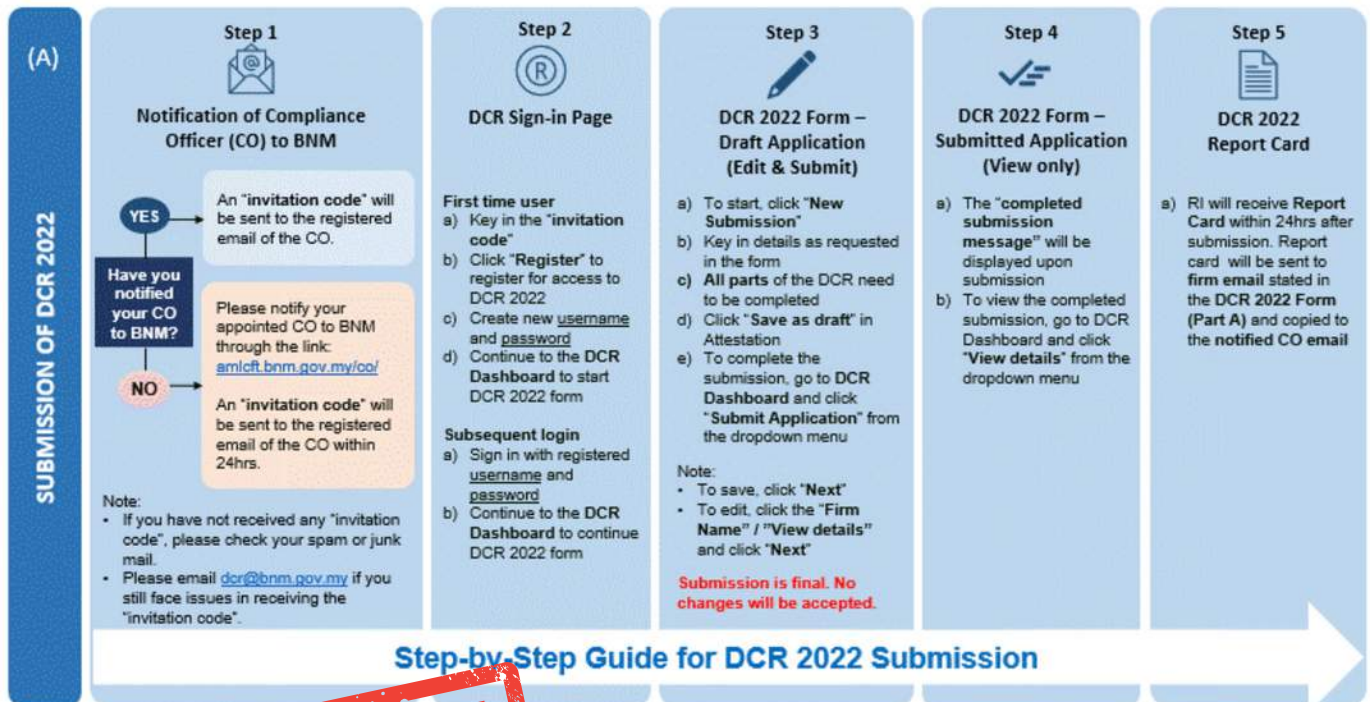
dnfbportal.bnm.gov.my



HOW TO SUBMIT OR DECLARE FOR DCR 2022?

Below is the summary of the step-by-step guide for declaration or submission of DCR 2022. Please click [here](#) for further details.

Step-by-Step Guide – Submission of DCR 2022



**Declaration for
DCR 2022**

**Declaration period:
1 Sept - 30 Nov 2022**

(No extension of timeline will be provided)



BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA

AML/CFT
ANTI MONEY LAUNDERING & COUNTER
FINANCING OF TERRORISM

Malaysia

<https://www.fatf-gafi.org/publications/fatfrecommendations/documents/guidance-rba-real-estate-sector.html>

<https://www.fatf-gafi.org/media/fatf/documents/recommendations/RBA-Real-Estate-Sector.pdf>

WHO NEEDS TO SUBMIT DCR 2022?

WHICH SECTOR ARE YOU?

 Lawyer/
Notaries Public
 Accountant
 Registered
Estate Agent
 Company
Secretary
 Dealer in Precious Metals/ Precious
Stones

 Casino
 Pawnbroker
 Moneylender
 Licensed
Gaming
Outlet
 Trust
Company
 Factoring/
Leasing
 Non-Bank Financial Institution

Are you **ANY** of the following?

- 1 An internal company secretary, lawyer (i.e. legal officer), or accountant?
- 2 A firm that has been selected and informed of 2022 on-site examination?

YES

**NOT
REQUIRED TO
SUBMIT DCR 2022**

NO

Does your firm fulfil **ANY** of the following criteria for year 2021?

- 1 Dormant/ striking off/ winding up/ liquidating
- 2 Non-provision of Gazetted Activities (GA)
- 3 Non-provision of estate agency practice
- 4 No new and existing transaction/ no client for the entirety of 2021, i.e. inactive firms, newly incorporated/ registered firms in 2021/2022, etc.

YES

**DECLARE YOUR
STATUS THROUGH
THE DNFBP
PORTAL**

NO

**SUBMIT
DCR 2022**

Submission is **MANDATORY**
for your firm



ATTENTION

- Submission is at **FIRM** level
- Submission period is from **1 September to 30 November 2022**
- **No further extension** will be provided



Please be reminded to get your AMLA compliance ready to avoid any legal consequences with Bank Negara Malaysia (BNM)

Please register for the MIEA AMLA talk on **13th September 2022, 11.00am (Tomorrow)**

***FREE AMLA App** will be given for all active members

Register:
<https://www.emailmeform.com/builder/form/Yzp9X9meScejdif89TI6>

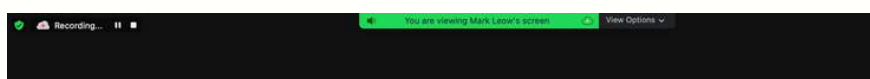
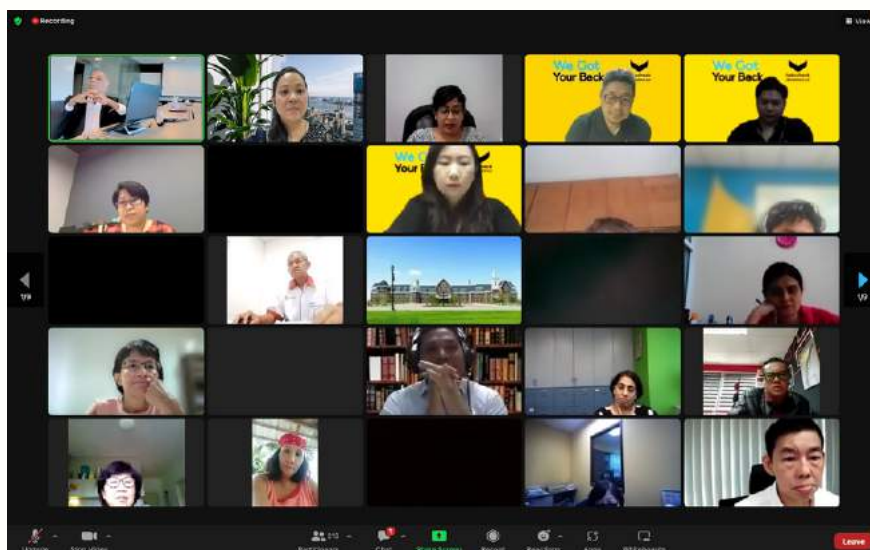


Scan to Register



www.miea.com.my


Another effort by MIEA to help members enhance professionalism and practice standards




Free **UNLIMITED** Credits Promo

Promo validity
13 September 2022 - 12 November 2022
*Terms & Conditions apply.

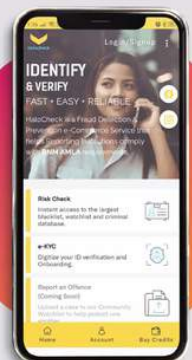
Get promo now!



Scan for more info.



<https://forms.gle/74S2KxCvqgqU1Yhd8>
<https://sites.google.com/halocheck.xyz/halocheck/home/events/free-unlimited-credits-promo>



AMLA - How Can You Manage?

Bank Negara Malaysia requires all Real Estate Firms to submit the Data and Compliance Report (DCR) as required under the Anti Money Laundering Act 2001.

BOVAEP's Notification dated 5 Sep 2022 has informed that reporting institutions are required to submit the DCR between 1 September 2022 - 30 November 2022.

MIEA took the initiative to help our members be informed (through a very informative sharing by En MUHAMAD NAZRI SHAIDON - Certified Financial Investigator) and to know how to comply (via the Halo Check app) by Mark Leow, CEO of HaloCheck.

It was an online event via zoom attended by over 260 participants.

13 Sep 2022 (Tuesday) @ 11:00am

A point to note : Bank Negara will be visiting real estate firms to check on firms compliance on AMLA. They are beginning with visits to firms in the Klang Valley. Sarawak and Penang.

'HaloCheck' our new partner is giving a 'FREE' Usage for MIEA members with a simplified process of meeting BNM AMLA requirements faster and easier.

1. Risk Check – To run sanction screening on your customer
2. e-KYC – to conduct Identity Verification on your customer digitally.

Do scan the QR code for mode details.

MACC



SURUHANJAYA PENCEGAHAN RASUAH MALAYSIA (SPRM)

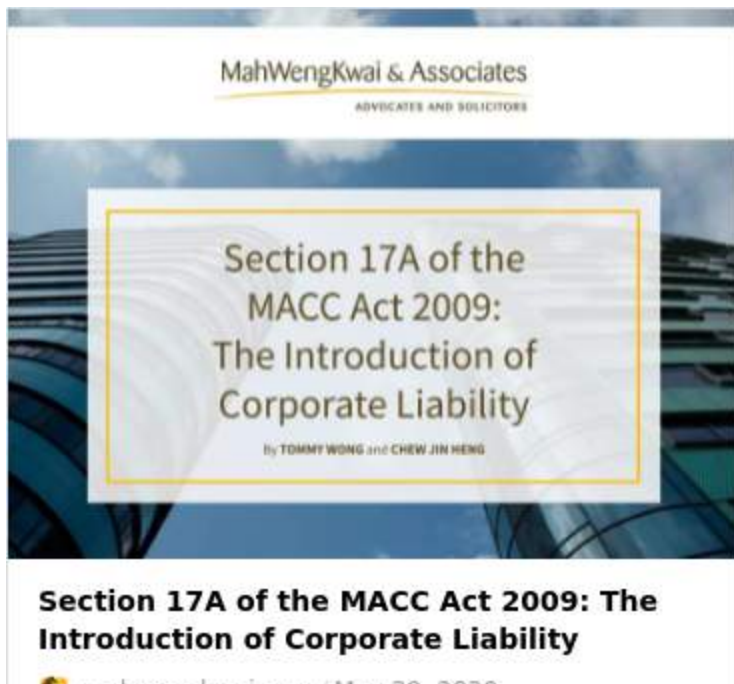
Suruhanjaya Pencegahan Rasuah Malaysia (SPRM) adalah sebuah suruhanjaya yang...



On 5 April 2018, the new Section 17A of the Malaysian Anti-Corruption Commission Act 2009 ("MACC Act 2009") was passed which introduces corporate liability on commercial organizations in Malaysia.

The introduction of Section 17A of the MACC Act 2009, which takes effect on 1 June 2020, enables commercial organizations and associated persons to be subjected to legal proceedings should the person associated with the commercial organization commits corruption offences.

Find out more on your compliance requirement as a real estate firm.



MahWengKwai & Associates
ADVOCATES AND SOLICITORS

Section 17A of the MACC Act 2009: The Introduction of Corporate Liability
By TOMMY WONG and CHEW JIN HENG

Section 17A of the MACC Act 2009: The Introduction of Corporate Liability
mahwengkwai.com / May 20, 2020



MahWengKwai & Associates
ADVOCATES AND SOLICITORS

Corporate Liability Provision under Section 17A of the MACC Act 2009

Speakers: CALANORA NICOLE THOMAS, Speaker: TOMMY WONG, Associate, N. S. CHAN, Associate.

NEWKA ONLINE TALKS
Corporate Liability Provision under Section 17A of the MACC Act 2009

May 1, 2020
02:00 pm (GMT+8)
mwa.com/mwa

Useful info and youtube video on Section 17A by Mah Weng Kwai - MIEA's Legal Advisor.

Click on the images to link you to the write up and video.

STATUTORY COMPLIANCE



2% WITHHOLDING TAX



NEW
UPDATE



Updates on WHT on payments made to agents, dealers and distributors

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs)

1. Complete Form CP107D - Pin 2/2022 (pdf) & Appendix CP107D(2) (excel)
2. Email to the branch where you will submit the payment
3. Visit LHDN office to submit the cheque payment with copy of email
4. LHDN will issue payment receipt on the spot

Extract from ey.com

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs) Pursuant to the Finance Act 2021, effective from 1 January 2022 Section 107D was introduced into the Income Tax Act 1967 to provide that companies making payments in monetary form to ADDs arising from sales, transactions or schemes carried out, will be required to withhold tax at a rate of 2% on the gross amount (see Tax Alerts No. 2/2022, 5/2022 and 7/2022).

The Inland Revenue Board (IRB) issued a media release dated 9 July 2022 announcing the following administrative requirements:

Companies making payments to ADDs are required to compute the total WHT applicable for a specific month (i.e., on a monthly basis) and remit the accumulated amount to the IRB by the end of the following month. For example, the WHT for payments made to ADDs in August 2022 (i.e., from 1 August 2022 to 31 August 2022) must be remitted to the IRB latest by 30 September 2022.

Companies are required submit the latest **Form CP107D – Pin 2/2022 and Appendix CP107D(2) to the relevant IRB payment centres, by way of e-mail, before remitting the WHT. A copy of the e-mail must be presented to the payment centre for verification and checking purposes when the WHT payment is made.**

The e-mail addresses of the respective payment centres are as outlined below:

Kuala Lumpur payment centre:
pbkl-cp107d@hasil.gov.my

Kuching branch:
pbkc-cp107d@hasil.gov.my

Kota Kinabalu branch:
pbkk-cp107d@hasil.gov.my

STATUTORY COMPLIANCE

MYSST

SERVICE TYPE CODE	TAXABLE SERVICE PROVIDER	SERVICE PROVIDER	TAXABLE SERVICES
9907.01.0670	Advocate & solicitor, Syarie Lawyer	Advocates, solicitors and syarie lawyers	Legal services and other charges in connection to such services
9907.02.0669	Public Accountant	Public Accountant	Accounting, auditing, book keeping, consultancy or other professional services and other charges in connection to such services
9907.03.0673	Licensed/registered Surveyor, appraisers & estate agents	Licensed/registered Surveyor, appraisers & estate agents	Surveying services including valuation, appraisal, estate agency or professional consultancy services and other charges in connection to such services

<https://mysst.customs.gov.my/RegisterBusiness>

Services Tax

Group G

The services provided by the service provider from Group G excludes the said services if provided in connection with:

goods or land outside Malaysia or where the subject matter relates to a country outside Malaysia; or

any statutory fees paid to the government or statutory body

Rate of tax

Fixed at a rate of 6%.

- Determination of Turnover
 - Mandatory
 - Any person providing taxable services is liable to be registered if –
 - in the case the total amount of taxable services is prescribed, the total amount of taxable services provided by him in 12 months exceed threshold and the liability to be registered is at the following time whichever is the earlier:

- Historical Method;
 - The total value of taxable goods in that month and the 11 months immediately preceding the month;
- Future Method;
 - The total value of taxable goods in that month and the 11 months immediately succeeding the month.
 - In the case no amount of taxable services is prescribed, the liability to be registered is on the date of the commencement of the business.

Threshold RM500,000

**MANDATORY
REGISTRATION**

MySST
SALES & SERVICE TAX

STATUTORY COMPLIANCE

HRDF Registration Now Compulsory* For Firms



Employers FAQ

Our vision to drive the economic transformation of Malaysia through the country's most valued asset – its people – defines our purpose at work, every single day.

HRD Corp /



Who is eligible to register with HRDF?

From 1 March 2021, access to HRDF is expanded to all industries. Firms with 10 or more local employees are obligated to register, while firms with 5 to 9 local employees have the option to register.

Any employer who is required to register but has not registered with HRDF could be fined up to RM10,000 and/or face imprisonment of up to a year.

Important Note: Employers under the newly-included industries were originally given an exemption from HRDF levy for 3 months from 1 March to 31 May 2021. The exemption was then extended until Jan 2022 (no levy due for June to Dec 2021 payrolls).

How is the HRDF levy calculated?

HRDF levy for each Malaysian employee =
 $\text{HRDF Levy\%} \times (\text{Basic Salary} + \text{Fixed Allowances})$

Source :

<https://help.payrollpanda.my/>



Do check out <https://hrdcorp.gov.my/> for more information on requirements, registration and FAQs.

STATUTORY COMPLIANCE

SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

BACKGROUND

The Self-Employment Social Security Scheme was introduced to provide protection for individuals who are self-employed under the provisions of the Self-Employment Social Security Act 2017.

In the beginning, this scheme is compulsory for the self-employed in the **Passenger Transportation Sector** which are taxi, e-hailing and bus drivers under the provisions of the Self-Employment Social Security Act 2017, which took effect on 1 June 2017.

Effective from 1 January 2020, the scheme is extended to 19 other sectors as follows:

- Good and Food Transport
- Agriculture
- Livestock
- Forestry
- Fisheries
- Food
- Manufacturing
- Construction
- Hawkers
- Accommodation Premises
- Online Business
- Information Technology
- Data processing
- Agents
- Professional Services
- Support Services
- Household Services
- Arts
- Beauty and Healthcare

SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

Plan	Selected Insured Monthly Earnings	Contribution Payment Per Month	Contribution Payment Per Year
1	RM1,050	RM13.10	RM157.20
2	RM1,550	RM19.40	RM232.80
3	RM2,950	RM36.90	RM442.80
4	RM3,950	RM49.40	RM592.80



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME BENEFITS

BENEFITS UNDER THE SCHEME :

- Medical Benefit
- Temporary Disablement Benefit
- Permanent Disablement Benefit
- Constant Attendance Allowance
- Dependants' Benefit
- Funeral Benefit
- Education Benefit
- Facilities for Physical or Vocational Rehabilitation

BENEFITS



**CLICK Here
To Find Out More**

<https://www.perkeso.gov.my/uncategorised/51-social-security-protection/818-self-employment-social-security-scheme.html>

NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

Register Now
WWW.MIEA.COM.MY/NCC

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**MIEA PARTNERSHIP
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CEREMONY &
LAUNCH OF
PARTNER APPS**

Open to all members to learn how the Apps can help in your work.
Please come and get the 'free offer' from our partners.
Register to attend. Limited seats are available.

<https://www.emailmeform.com/builder/form/aZpSJudV8Bv>

Copy link or scan QR code to register





HaloCheck
It's an AMLA instant risk check screening app via mobile.
*Free App for those who attend



MIEA
The oldest and largest Real Estate Association providing momentum for Members to be relevant and progressive in their career.



BRIQBLOQ
Briq Bloq provides listing data of over 180 commercial buildings in the Klang Valley, with full information to help REiNs to readily rent office premises, making commercial sales faster & easier.
*Free App for those who attend

23 SEPT 2022, FRIDAY
STARTS AT 03:00 PM
MIEA TRAINING CENTRE
C-26-07, 7TH FLOOR, 3 TWO SQUARE,
NO. 2, JALAN 19/I, PETALING JAYA

FOR MORE INFORMATION, CONTACT US
03-7960 2577

+603 7960 2577 www.miea.com.my secretariat@miea.com.my

MIEA is thrilled to share our latest partnerships with not just 1, but 2 Amazing Apps that will help all our members with AMLA Compliance (with HaloCheck App) and to capture the Office Space Rental Market (with BriqBloq) and for **FREE** (for a very limited time).

This partnership is already 1 year in the making. Special acknowledgement to Agency Support Services Chairman Dato Adrian Wang, President Ai Cheng, BODs and Secretariat Team for putting this together.



A Full House Event at MIEA Training Centre
@ Level 7



Presentation By HaloCheck



Presentation By BriqBloq

MOU



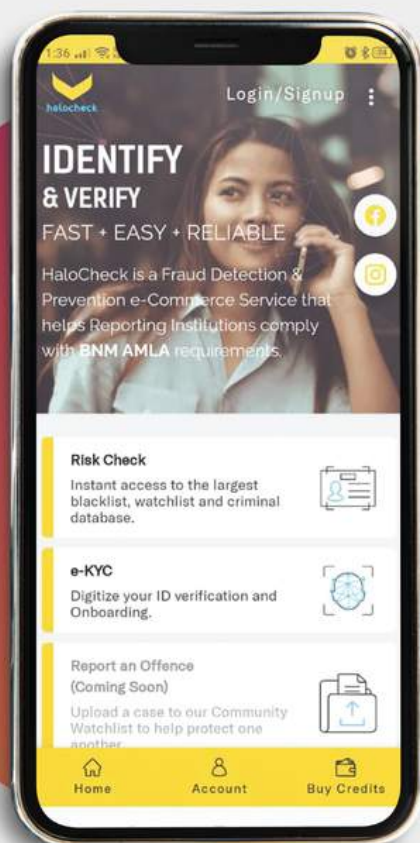
From Left : BriqBloo Ming Yaw, MIEA President Chan Ai Cheng, HaloCheck Mark Leow



HaloCheck is a Fraud Detection & Prevention e-Commerce service that helps Reporting Institutions Comply with BNM AMLA Requirements.



in collaboration with



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Promo validity
**13 September 2022
- 12 November 2022**



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TEST OF PROFESSIONAL COMPETENCE - TPC



- A Holistic Approach to TPC.
- Mentally Being Prepared in facing The Examiners
- The Do's & Dont's during the Interview.

Course Advantage

- Small Class Environment
- Personal Attention
- Case Studies

What the Participants Say!

- "A clear indication of what will happen during the interview and Task 1 & 2"
- "Very informative, complete all aspect of the workshop course"
- "Experience speaker that guide us in the course"
- "Good & learned more and have well prepared for TPC"

WORKSHOP DETAILS

17 Oct 2022, Monday	: Introduction
18 Oct 2022, Tuesday	: Task 1(Agency Process)
19 Oct 2022, Wednesday	: Task 2(Marketing Proposal)
20 Oct 2022, Thursday	: Interview Session

FULL SESSION RATE FOR TPC

Member Rate	Non Member
RM350	RM450

SEPARATE SESSION RATE FOR TPC

Topics	Member Rate	Non Member
Introduction + Task 1	RM150.00	RM200.00
Task 2	RM150.00	RM200.00
Interview	RM200.00	RM250.00
Introduction + Task 1 + Task 2	RM200.00	RM250.00

CALLING ALL PEAS

TPC workshop organised by MIEA is coming up.

Depending on which stage you are in on your journey, these workshop sessions are designed to help you understand the various aspects of the requirements and to guide you in your preparation for your submissions.

17, 18 & 19 Oct
Via Zoom

20 Oct
In Person & Via Zoom

INSPEN CERTIFICATE OF REAL ESTATE



Immediate Past President Lim Boon Ping and Vice President Kelvin Yip were invited to the syllabus review of the INSPEN Certificate of Real Estate on 13 September 2022.

Reviews are signs of continuous improvement.

MIEA SABAH HAPPENINGS



PropEx 2022 @ Sabah International Convention Centre (SICC)



SHARED NITE 2022 @ Sabah International Convention Centre (SICC)



Sabah State Branch Chairman Rose Lai representing President Chan Ai Cheng at the SHARED Nite 2022 on 18 September 2022 (Sunday) at Sipadan Hall I & II, Level 4 @ Sabah International Convention Centre (SICC) - Kota Kinabalu.

This dinner was held on the final night of the SHARED PropEx 2022 which was held from 15-18 September 2022, at Kinabatangan Hall I-II, Level 2, SICC.

MIEA JOHOR UPDATES



MIEA Johor issued a Press Release as a build up for the upcoming Johor Real Estate Awards Dinner scheduled on 1 October 2022.

This will be the first in the circuit of State Awards Dinner for Year 2022 in recognising the achievers for Year 2021. Stay tune for upcoming issues for photos and updates on the State Dinners.



Sluggish property market predicted for next year

JOHOR BARU: The property market in the country is expected to go slow due to the looming recession that

2022年9月13日 星期二

房產市場仍活躍 低屋價有望調高

(新山12日訊) 馬來西亞中房仲公會柔佛州分會會長李于瑾相信，國內房產市場在疫情後出現價格調動，但這並非行情不佳，而是將過高的房價下調至消費者能負擔的水平。

他認為，儘管本地房價受到通脹和建築材料成本高漲影響而波動，但本地房產市場還是活躍，依舊會有人購買房產。

“除了過高的房價下調，一些價格較低的房產也會隨著市場回溫而被調高。”

邊境重開市場回溫

李于瑾今年在馬來西亞中房仲公會柔佛州分會常年晚宴新聞發布會上，受詢明年的房產價格走勢是否受建築材料成本高漲出現波動，發表上述看法。

他指出，馬新邊境重新開放後，新山及萊佛士花園、武吉英達花園、新山市區及依斯干達布希里區的房產，均有回溫的現象，疫情期間仍有消費者通過虛擬看房的模式，購買依斯干達布希里區的房產，而當地房產銷售鏈也取得不錯的業績。

另一方面，李于瑾宣布，馬來西亞中房仲公會柔佛州分會將於10月1日傍晚6時，在柔佛再也花園大馬路(Jalan Daiman 18)北京樓餐館，舉辦常年晚宴和表揚大會。

“大會將設有3個獎項，包括柔佛州最佳銷售獎、柔佛州年度最佳產業公司獎與‘百萬雄獅(柔佛州)’，表揚杰出的業界人士。”

出席者包括馬來西亞中房仲公會柔佛州分會主席陳淑珊、秘書許斯凌、財政陳淑霞、理事林亞歷和劉道森。

圖為李于瑾(左二)與李于瑾(左三)宣布，馬來西亞中房仲公會柔佛州分會將於10月1日，舉辦常年晚宴和表揚大會。

04

13. 9. 2022

星期二

星洲日報 大柔佛社區報

編輯：李麗娟

柔地產中介師協會 10月1晚宴表揚榮譽會員

(新山12日訊) 馬來西亞房地產中介師協會柔佛州分會將於10月1日舉辦常年晚宴及表揚大會，讓出席者相互交流外，也表揚獲獎和榮升“榮譽會員”的會員。

籌委會主席李于瑾今日在新聞發布會上說，晚宴將於當天傍晚6時，在新山柔佛再也花園云華宮舉行。

他表示，當晚將表揚榮升“榮譽會員”的會員，以及表揚獲得“柔佛州年度最佳產業公

司”、“百萬雄獅(柔佛州)”、“柔佛州年度最佳中房仲(工業)”獎項的會員。

“我們也將邀請新山市長拿督莫哈末諾阿古、合作伙伴工大建築環境及測量系主任(地產)莫哈末納吉等出席。”

陪同發布消息者，包括：該會會長陳淑珊、秘書許斯凌、財政陳淑霞、理事余翠莉、林亞歷、曾乙龍、林峰年、劉道森及執行秘書英丹法拉。

任何疑問，可聯絡秘書處(019-722 7906)或李于瑾(016-763 5955)。



李于瑾(前排右二)率領籌委會成員發布活動消息；前排左起是許斯凌、陳淑珊，前排右一是陳淑霞，後排左起是余翠莉、林亞歷、曾乙龍、林峰年、劉道森及英丹法拉。(何华强攝)

古來鶴山會

AFFILIATE ASSOCIATION



INTERNATIONAL REAL ESTATE FEDERATION



On 2 September 2022, FIABCI Malaysia Chapter organised a dinner in conjunction of the visit of FIABCI International Secretary General, Mr. Narek Arakelyan to FIABCI Malaysia.

MIEA was represented by PP Eric Lim.



MIEA Is A Principal Member of FIABCI Malaysia Chapter. President Chan Ai Cheng serves on the National Council serving as Vice President.

At the AGM on 20 August 2022, a new President was elected. **Heartiest Congratulations to Datuk Firdaus Musa and the newly elected National Council.**

AFFILIATE ASSOCIATION



Mark Kitabayashi, NAR Global Coordinator to Asia Pacific greets and presented research report update. Supap updated on NAR NXT, the REALTOR® Experience (formerly the REALTOR® Conference) which is happening in November 2022 before breakout sessions for participants from across Asia Pacific to get to know each other and share thoughts.

Event took place on Malaysia Day 16 September 2022 @ 10 - 11am



A large audience is seated in a modern hall with a wooden ceiling, facing a stage. On the stage, a large blue screen displays a presentation slide titled "A 2015-2020 Strategic Plan". The slide lists the names and titles of several individuals, including "Dr. [Name]", "Dr. [Name]", and "Dr. [Name]". The audience is diverse in age and is seated in rows of chairs. The stage area is well-lit, and the overall atmosphere is professional and formal.



Special thanks to REN Network Committee and Membership Benefits Committee for putting this event together.

NREA 2022: APPRECIATION EVENING



A fantastic evening of celebration hosted by TriTerra, an Award Sponsor of the NREA 2022. Not only were there good food and drinks but the sharing and fellowship made the evening incredible.

BIG THANK YOU TO TRITERRA and the Secretariat Team for putting this night to thank all who have help make NREA 2022 magical.



Majlis Pelancaran
LAPORAN PASARAN HARTA SEPARUH PERTAMA
TAHUN 2022
 Jabatan Penilaian dan Perkhidmatan Harta, Kementerian Kewangan Malaysia
 Disempurnakan oleh
YB Dato' Indera Mohd Shahr bin Abdullah
 TIMBALAN MENTERI KEWANGAN I

BOD Hj Ahmad Zamzuri, Govt Liaison Chairman represented President Chan Ai Cheng at the Launch of the Property Market Report for Q2 2022 on 14 September 2022 @ Dewan Jubilee INSPEN



← → ↻ 🌐 nasic.jp-ph.gov.my/portal Sunday, 02 October 2022 English Bahasa Melayu Reset A A A Welcome! Single Sign-On

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PUSAT MAKLUMAT HARTA TANAH NEGARA
 Jabatan Penilaian dan Perkhidmatan Harta

Highlights

- Property Market Report First Half / Region 2022 **NEW**
 Posted: Wednesday, September 14, 2022
- Property Stock Report / Tables Q2 2022 **NEW**
 Posted: Wednesday, September 14, 2022

Key Statistics

- Snapshot Q2 2022 **NEW**
 - Property Market Activity H1 2022
 - Residential Prices Quarterly Update H1 2022
 - Property Market Status H1 2022
 - Property Inventory and Construction Activity H1 2022
- Overall Statistics

Quick Links

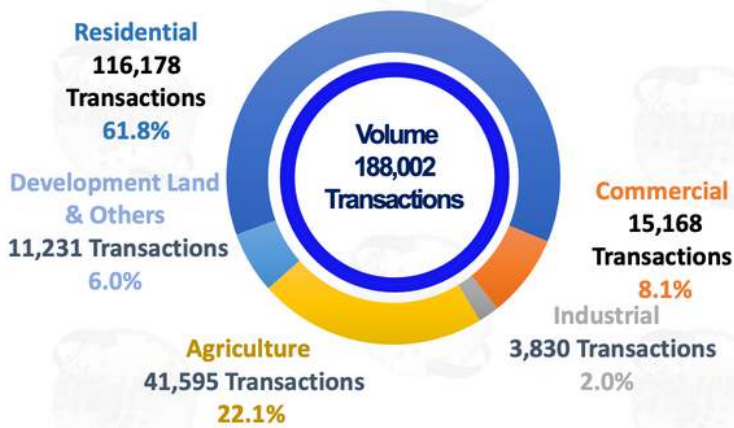
- MyGovernment
- Ministry of Finance Malaysia
- Valuation and Property Services Department of Malaysia

Do visit NAPIC Website to download the latest property market report updates

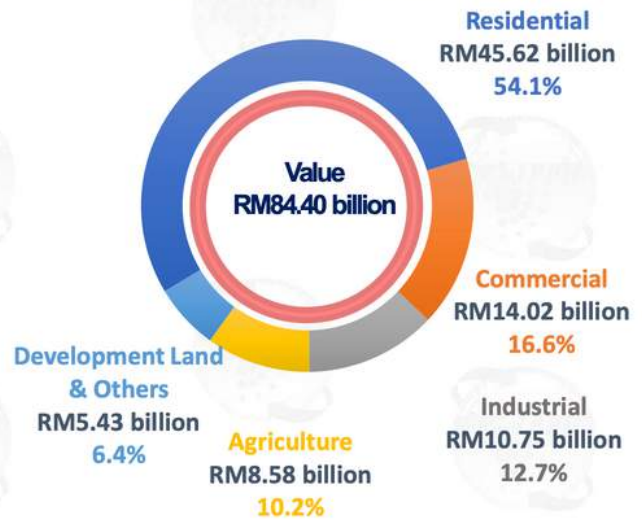
<https://nasic.jp-ph.gov.my/portal>

MALAYSIA: PROPERTY MARKET TRANSACTIONS

Volume by Sub-sector

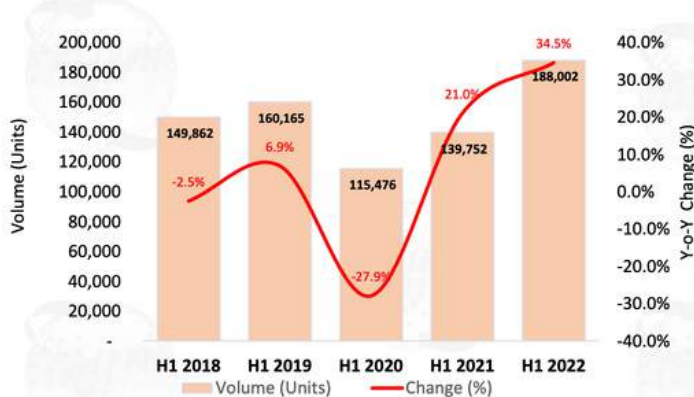


Value by Sub-sector

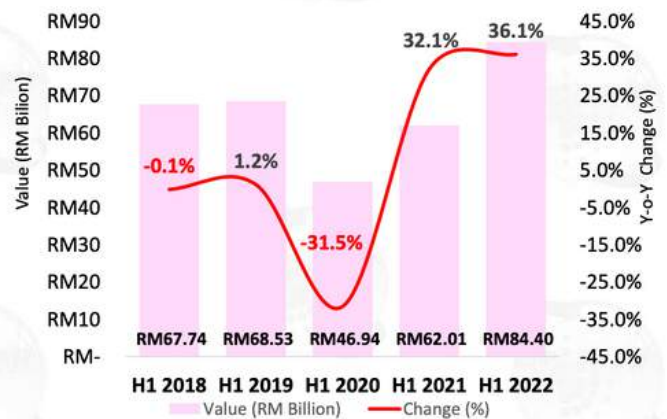


TRANSACTIONS TREND

Volume

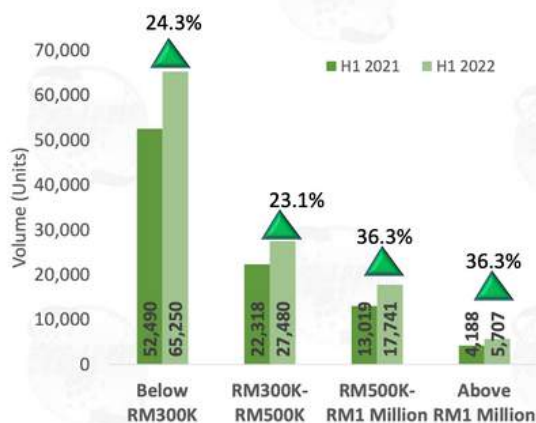


Value

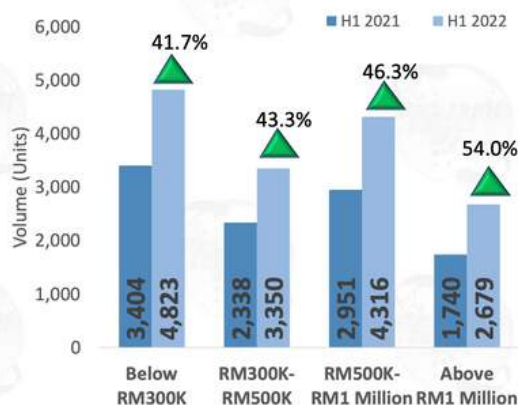


TRANSACTIONS BY PRICE RANGE

Residential



Commercial



Do visit NAPIC

Website to
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latest property
market report
updates

<https://nasic.jp.ph.gov.my/portal>



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MALAYSIA
TECHNOLOGY
EXCELLENCE
AWARDS 2022



Fintech - Banking
UOB Malaysia

Find out more

UOB Malaysia (UOBM)'s mortgage sales teams have been actively participating in MIEA sessions. Among the MIEA programs held are Negotiators Certification Course (NCC), Real Estate Negotiator (REN) Network (networking session with RENs) including briefing sessions nationwide for agents and agencies. They are also good platforms for our mortgage sales teams to improve themselves and keep up with the changing trends particularly current property market, trends, regulations and more.

New agents, in particular, were able to learn the process of loan applications including:

1. Documents to be obtained from the clients for loan applications
2. How to use our GetBanker app- a mobile app that matches prospective property buyers with the bank's team of mortgage specialists
3. How to quote valuation for the property.

Meanwhile, other key takeaways from MIEA programmes include:

1. Foreigner financing, what is the margin of financing for borrower with MM2H (Malaysia My Second Home), with and without working permit in Malaysia
2. Commercial property financing
3. DSR eligibility & margin financing
4. End-Financing requirement
5. Customer's eligibility in terms of Debt serving ratio (DSR) & margin of financing
6. What additional documents require if DSR does not comply
7. How to quote valuation for the property

As the industry grows in stature and importance, the need to uphold professionalism, integrity and being trustworthy is important. Alongside with MIEA, we are able to evolve and streamline the level of professionalism of our mortgage sales teams where they are instilled with a strong sense of responsibility and ethics that would ultimately benefit the public.

Intelligent Mortgage Calculators - a creative user-friendly mortgage calculator that supports properties buyers with all the pertinent information required in evaluating how their finances can play a pivotal role. Beneficially, it assists them in owning their properties faster at lower costs.

Get familiar and start your Mortgage Conversations today. Scan the QR code to explore more about the Intelligent Mortgage Calculator.



We look forward to continue serving our customers better. Contact our team below for more information on how we can serve you.

Key Contact Persons:

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Flexibility to save more with UOB Mortgage

Stretch or shrink your mortgage tenure and save on interest payments – you decide. Enjoy the flexible weekly, fortnightly or monthly repayments to give you full control over:

- how much interest you want to save
- how fast you want to fully settle your mortgage



Use our award-winning UOB Intelligent Mortgage calculator to estimate your monthly mortgage repayments with interest payment savings and loan tenure reduction.



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